



Wealth Markets and Commerce



Finance - Economics

WALL STREET OFFICE:
Mills Building, 18 Broad St.

Telephone:
Hanover 6514

Wednesday, October 10, 1917

The stock market appears to be in a state of demoralization. Though nothing like a panic is in evidence, the downward movement goes steadily on, and many securities have worked down to price levels which are comparable with those prevailing during the crises of 1907 and 1914. The latest session on the Stock Exchange was marked by the most severe decline which has occurred in a number of weeks, and yet there were no new developments of sufficient importance to induce such a slump as took place. Apparently, the movement, as commonly happens, is gaining momentum as it proceeds. Supporting orders are scarce, and each time a stock breaks to a new low level fresh selling is precipitated, either for account of speculators whose margins have been exhausted or for investors who have clung tenaciously to their securities throughout many trying periods, but who at last are frightened into selling. That a considerable portion of the liquidation comes from shareholders of the latter class is the conviction of many well informed Wall Street persons. They point to the fact that large and small blocks of stock are coming into the market every day which have not been transferred for ten or twenty years, or even more. It is unfortunate that this condition should obtain during the Liberty Loan campaign, for the uncertainty which prevails in the financial district and among security holders generally undoubtedly operates to the disadvantage of the flotation. Under the circumstances it would not be surprising if the large financial interests should come to the support of the market before long.

When the Adamson law, ostensibly shortening the hours of labor for organized railroad workers, but really granting them a large increase in wages, went into effect, the first of the year, and the danger of a great national calamity was past, the whole country breathed a sigh of relief. The railroad wage problem seemed to have been solved for a long time to come. Organized railroad employees, having received advance after advance, until on the average they were about the highest paid workers in the country, would rest content, it was felt. Now, only nine months after the new schedules became effective, it appears that the brotherhoods are preparing to formulate new demands for higher pay, this time for the men in passenger service. If they vote to do so at the meeting which is reported to be scheduled for next week the whole problem will be opened again, and to the uncertainties which the financial district already faces will be added another of grave import. Coming at a time when sentiment is already unduly depressed, and when railroad securities are undergoing liquidation in a manner which suggests that intrinsic values are being disregarded, a fresh wage controversy could hardly fail to have a seriously depressing effect upon values, and possibly a demoralizing influence on business generally, as was the case last year. One thing is plain, however. The government cannot afford to force the carriers into bankruptcy, and if the brotherhoods should win, as they always have won in the past, the increased cost of operation will have to be offset by an advance in freight rates large enough to yield net revenues at least as great as the additions to the payroll. Bearing that in mind, railroad security holders should not be frightened by the possibility of another wage dispute.

Money and Credit

There was less demand for call money at the Stock Exchange yesterday, and the ruling rate declined to 3 1/2 per cent. This compared with 4 per cent on Tuesday and was the lowest ruling rate since the market hardened to 6 per cent a fortnight ago. A small amount of money was loaned at 2 1/2 per cent yesterday.

Practically no change was recorded in the market for time loans based on Stock Exchange collateral. Loans on straight industrial collateral were 5 1/2 to 6 per cent bid, with scant offerings. The demand was light and only a small amount of new business was placed. Loans on a mixture of railway and industrial securities held at 5 1/2 per cent for all maturities.

Ruling rates for money yesterday, compared with a year ago, were as follows:
Call money..... 3 1/2% Year ago 3%
Time money (mixed collateral):
60 days..... 5 1/2% 3 1/2%
90 days..... 5 1/4% 3 1/4%
4 months..... 5 1/4% 3 1/2%
6 to 12 mos..... 5 1/4% 3 1/2%

The twelve Federal districts are as follows:

	Days	Over 1500	Over 2000	Over 3000	Over 4000	Over 5000	Over 6000	Over 7000	Over 8000	Over 9000	Over 10000
Boston.....	3 1/2	4	4	4	4	4	4	4	4	4	4
New York.....	3 1/2	4	4	4	4	4	4	4	4	4	4
Philadelphia.....	3 1/2	4	4	4	4	4	4	4	4	4	4
Cleveland.....	3 1/2	4	4	4	4	4	4	4	4	4	4
Richmond.....	3 1/2	4	4	4	4	4	4	4	4	4	4
Atlanta.....	3 1/2	4	4	4	4	4	4	4	4	4	4
Chicago.....	3 1/2	4	4	4	4	4	4	4	4	4	4
St. Louis.....	3 1/2	4	4	4	4	4	4	4	4	4	4
Minneapolis.....	4	4	4	4	4	4	4	4	4	4	4
Kansas City.....	4	4	4	4	4	4	4	4	4	4	4
Dallas.....	3 1/2	4	4	4	4	4	4	4	4	4	4
San Francisco.....	3 1/2	4	4	4	4	4	4	4	4	4	4

Bank Clearings.—The day's clearings at New York and other cities:

	Exchanges	Balances
New York.....	\$505,169,290	\$49,708,379
Baltimore.....	7,017,306	865,159
Boston.....	39,565,845	4,869,247
Philadelphia.....	55,181,988	7,569,317

Silver.—Bars in London, 4 1/2% down 3/4; New York, 8 1/2% down 1/2; Mexican dollars, 67 1/2% off 1/4.

Sub-Treasury.—New York City, Oct. 10.—Money was in moderate supply at 4 per cent. Discount rates were steady, short bills being quoted at 4 1/2 per cent and three months' bills at 4 1/2 to 4 3/4 per cent. Exchequer returns show a reduction in the sales of Treasury bills last week and also in the total amount outstanding.

London Money Market.—LONDON, Oct. 10.—Money was in moderate supply at 4 per cent. Discount rates were steady, short bills being quoted at 4 1/2 per cent and three months' bills at 4 1/2 to 4 3/4 per cent. Exchequer returns show a reduction in the sales of Treasury bills last week and also in the total amount outstanding.

The Dollar in Foreign Exchange

Exchange rates on Holland advanced sharply again yesterday in the local market, guilders moving up from 4 1/4 to 4 1/2 cents, approaching the high record made early in 1916. Scandinavian exchange rates were steady, with Swedish crowns at 2 1/4 cents. Strength of the neutral exchanges is due to the new restrictions laid on exports to these countries by the Allies. Russian rubles were slightly firmer.

Closing rates yesterday, compared with a week ago, are given in the table below. American bankers have suspended all dealings in German and Austrian exchange, so that daily quotations for gold marks or kronen are no longer available.

(Quoted dollars to the pound)	Week
Yesterday	ago
Sterling, demand.....	\$4.75 1/2 \$4.75 1/2
Sterling, sixty days.....	4.71 3/4 4.71 3/4
Sterling, ninety days.....	4.69 1/4 4.69 1/4
(Quoted units to the dollar)	
Francs, demand.....	5.79 1/2 5.79 1/2
Francs, cables.....	5.77 1/2 5.77 1/2
Lire, checks.....	7.75 1/2 7.75 1/2
Lire, cables.....	7.71 7.71
Swiss, cables.....	4.68 1/2 4.68 1/2
(Quoted cents to the unit)	
Guillemots, checks.....	44 1/2 42 1/2
Guillemots, cables.....	45 42 1/2
Rubles, cables.....	15.35 15.30
Stockholm, kr., checks.....	37.50 35.00
Copenhagen, kr., checks.....	31.75 31.50
Copent, checks.....	23.40 23.30

Below is given the current exchange value of foreign money in dollars and cents, together with the intrinsic gold parity, as calculated by the United States Mint:

	Current	Intrinsic
Pounds, sterling.....	\$4.75 1/2	\$4.86 2/3
Francs.....	0.17 3/4	0.19 3/4
Guillemots.....	0.44 1/2	0.49 1/2
Rubles.....	0.15 35	0.51 2
Lire.....	0.12 9	0.19 3
Crowns (Denmark).....	0.31 75	0.26 8
Crowns (Sweden).....	0.37 50	0.26 8

The above rates express the cost of foreign money in terms of the American dollar. You buy an English pound sterling at \$4.75 1/2. The intrinsic parity is \$4.86 2/3 per pound. Thus, you say either that pounds are at a discount or that dollars are at a premium, which is owing to the fact that in England the demand for dollars with which to settle accounts in this country is greater than the demand in this country for pounds with which to settle accounts in England.

Chile Transfers Berlin Funds to New York

Salt Pore Produced by German Interests Sold in U. S.

The Chilean government has concluded the first operation of transferring conversion funds from Berlin to New York by means of the purchase from Germany and the sale to the United States of salt pore produced by German interests in Chile. The sum involved in the operation approximates \$4,500,000. It is stated that this sum will be kept on deposit here in New York to the order of the Chilean government. Other operations of this character are expected to follow. This is the only method by which Chile has found it possible to transfer government funds from Germany.

German interests have long been prominent in the development of the salt pore mines of Chile, and their investments there before the war ran into large figures. Apparently the Chilean government is now taking over much of this property in order to reimburse itself for obligations which Germany has failed to meet.

Rules on Special Liberty Loan Deposits

The Federal Reserve Bank of New York yesterday made public the new ruling of the Treasury Department governing special deposits of government funds in connection with subscription for Liberty Bonds or Treasury certificates of indebtedness. Greater latitude is permitted the banks under the previous regulations in making collateral security for these deposits. For instance, under the recent ruling, bonds of foreign cities in countries engaged in the war against Germany will be accepted. This will include the bonds of the French cities of Lyons, Bordeaux and Marseilles sold in this market about a year ago.

Exchanges Will Close

Columbus Day in the financial district will be observed by the brokers with a two-day cessation of business on the Stock Exchange, the Consolidated Stock Exchange, the Cotton Exchange and the Coffee Exchange. The decision to close Saturday as well as to-morrow was reached yesterday.

War Policy of Spending Money Lacks Perspective

Closer Understanding With Allies Needed, Says F. A. Vanderlip

Frank A. Vanderlip, who has given up his work as president of the National City Bank for the duration of the war, to devote his entire time to engineering the sale of \$2,000,000,000 of war savings certificates, told a gathering of bankers and business men yesterday his impressions of his first two weeks in Washington. The occasion was a luncheon tendered the banker at the India House by W. L. Saunders, chairman of the Naval Consulting Board.

Mr. Vanderlip paid a tribute to the manner in which the Treasury Department has handled the Government war financing thus far and predicted that the great loans yet to be offered would reflect credit on Secretary McAdoo and his associates. In the distribution of these funds, however, Mr. Vanderlip emphasized that there has been some lack of perspective in determining where money was needed most.

Government Problems Difficult.—"The situation in Washington is intensely interesting," said Mr. Vanderlip. "Going back into the Treasury building was like going home. The Treasury Department to-day is a machine of wonderful efficiency. It needs to be, for this government is facing the most difficult problem that any nation has ever been asked to face. The best estimate of what will be needed by the end of June is \$19,000,000,000. An issue of \$300,000,000 in Treasury certificates of indebtedness is being offered to-day. Before the end of the month \$600,000,000 more will be asked for. We must market \$14,000,000,000 of bonds before the present fiscal year is ended.

"I believe that all these things can and will be done, although some demands may be cut down. This is where a clear perspective is needed not only on our part but on the part of our Allies to determine what is needed first and most. Back of this there must be a coordinated war policy among war chiefs and those of our Allies."

Reserve Banks a Godsend

Mr. Vanderlip emphasized the necessity of all state banks and trust companies joining the Federal Reserve system to properly conserve the gold resources of the country. The Federal Reserve banks, he declared, had already proven a godsend in making the basic gold supply of the country secure. Among the guests who attended the luncheon were: F. L. Hine, president of the First National Bank; Benjamin Strong, governor of the Federal Reserve Bank of New York; R. H. Trevelyan, secretary of the Treasury; J. C. Curtis, secretary; Jacob H. Schiff, of Kuhn, Loeb & Co.; James A. Stillman, chairman of the board of directors of the National City Bank; James S. Alexander, president of the National Bank of Commerce; William Woodward, president of the Hanover National Bank; Walter E. Frew, president of the Com Exchange Bank; Allan B. Forbes, of Harris, Forbes & Co.; Lewis L. Clarke, president of the American Exchange National Bank; George J. Baldwin, vice-president of the American International Corporation; Robert F. Herick, Percy Rockefeller, P. D. Locke, George Doubleday, Beckman, Whitcomb, Hyman R. Nathan, Robert M. F. Grace, J. Herbert Case, L. R. Palmer and Martin Vogel, Assistant United States Treasurer in charge of the local Sub-Treasury.

Relevant Facts

General Motors.—This company reports for the month of September undivided profits of \$3,225,000, compared with \$2,200,110 for the corresponding period of 1916. The number of cars and trucks sold last month was 16,923, an increase of 3,043 cars over the sales a year ago. Net sales for September totaled \$18,550,000, an increase of \$6,292,939. Cash in the bank and eight drafts with documents attached at the close of business on October 8 amounted to \$22,043,500.

Pullman Company.—The annual report for the year ended July 31, 1917, discloses gross revenues of \$49,184,569, compared with \$43,761,465 in the year preceding. Operating expenses increased from \$24,913,914 in 1916 to \$29,381,563, and the balance after allowing \$6,170,584 for depreciation was \$13,691,090.

Significant Relations

Money and Prices:	Now	A year ago
Stock of money gold in the country.....	\$3,060,991,378	\$2,548,241,473
Loans of all national banks.....	\$6,818,312,000	\$7,679,167,000
Their surplus reserve.....	811,931,000	801,000,000
Bills discounted and bought by Federal Reserve Banks.....	\$451,413,000	\$101,094,000
Federal Reserve notes in circulation.....	740,916,000	201,364,000
Total gold reserve.....	1,238,512,000	\$517,105,000
Average price of 15 railroad stocks.....	85.05	86.64
Average price of 12 industrial stocks.....	85.05	86.64
Food cost of living (Annalist index number).....	280.154	279.398
Production:		
Unfilled U. S. Steel orders, tons.....	9,833,477	10,407,049
Pig iron (daily average), tons.....	104,772	107,820
Active cotton spindles.....	33,430,016	33,396,635
Wheat crop, bushels.....	659,800,000	639,886,000
Corn crop, bushels.....	3,210,800,000	2,593,241,000
Cotton crop, bales.....	12,499,000	11,356,944
Distribution:		
Net unfilled freight car requisitions.....	31,591	37,776
Gross railroad earnings.....	963	1,149
Bank clearings.....	963	1,149
Commercial failures.....	963	1,149

*Gold held by Reserve agents against circulation included in general fund beginning June 23, 1917. For purposes of comparison it is included in the 1916 figures.

Price Haggling Blamed for Drop in Steel Orders

Fixing of Schedules Expected to Bring About Changes in Trade Practices

The United States Steel Corporation, in its monthly statement issued yesterday, reported unfilled orders on its books September 30 of 9,833,477 tons, a decrease of 573,572 tons compared with the August figures. This is the poorest showing since September, 1916, when unfilled bookings of 9,552,584 tons were reported. The falling off last month was greater than was expected in the financial district, and no increase is expected as long as producers and consumers are deadlocked on prices.

For the past six months unfilled steel tonnage has been declining, due largely to haggling over the price question. Prices of certain products have been fixed, but no definite action on materials other than plates, shapes, bars and pig iron has been taken.

With a resumption of conferences this week between leading iron and steel makers and the War Industries Board, a further announcement of agreed prices, according to "The Iron Age," may be expected at any moment.

Making Over Trade Practices

"What will interest the trade nearly as much as prices," says the trade publication, "is the extent to which there will be a realignment of basing points and other changes in trade practices. The sweeping recommendations proposed in fixing pig iron prices at the same figure for all furnaces are conspicuously epochal."

Whether finished steel will be quoted on equal figures for Chicago as well as Pittsburgh is a question; it was not, it appears, discussed at the meetings in Washington out of which came the price promulgation on September 24. The report will be made to secure a special base price for shell steel, on the ground that it introduces a very different steel mill problem from the rolling of ordinary steel rods.

In addition to recommendations as to base price and differentials to be submitted to the War Industries Board, "The Iron Age" says that among other problems to be submitted is one as to whether buyers of pig iron should be allowed to export, who have not been able to obtain vessels, can sell at a higher price than the \$33 basis.

New Obstacles Encountered

Delay on the part of the government in making announcements that are needed to round out the plan of Federal price control, "The Iron Trade Review" says, is suggestive of new obstacles having been encountered. "In the meantime," says this publication, "the industry is making such adjustments to the new price level as definite conditions will permit. In finished steel buyers find it practically impossible to obtain material at fixed schedules. Several producers, particularly in plates, continue to sell in the open market without regard to the agreed maximum, claiming their semi-finished costs compel them to do so."

Wage Increase to Benefit About 12,000

Standard Oil Company of New Jersey Announces Advance Effective October 15

The Standard Oil Company announced yesterday that, due to the continued increase in the cost of living, it will again increase the pay of refinery employees, except salaried men, 10 per cent, to become effective October 15. This is the fifth flat raise in wages made by the company since July 31, 1915. Approximately 12,000 men are affected by the latest advance. They include the employees in the plants at Bayonne, Jersey City, Paterson, Newark, Rahway, and Hudson River, N. J. With the increase in pay just made, together with the cost of changing to an eight-hour day, the company's wage bill for the same amount of work, based on the average rate in effect July 31, 1915, has increased 94 per cent in something over two years.

Elections

William P. Phillips, of J. & W. Seligman & Co., has been elected a director of the Sinclair Oil and Refining Corporation, in place of Albert Strauss, of the same firm, who resigned on account of government duties.

E. E. Calvin, president of the Union Pacific Railroad Company, has been elected a director of the Oregon Short Line Railroad Company, to succeed W. S. McCormick.

Price on the Rise

Dun's Index Number Again Reaches New High Record

Recovering more than the recession in August, Dun's index number of wholesale commodity prices on October 1 stood at \$219.679, establishing a new high level. This figure compares with \$215.010 on September 1 and \$152.355 on October 1, 1916, when a slight advance was witnessed. Going back to the outbreak of the war, or to August 1, 1914, it is seen that prices have risen more than 80 per cent during the interval, and from the bottom point on record, \$72.455, on July 1, 1917, the gain exceeds 200 per cent. With two exceptions, July 1 and September 1, this year, each month of the last fourteen has shown a continuous upturn.

Even a cursory examination of the October 1 figures discloses the fact that where the markets have not been subject to official regulation the trend has been distinctly toward higher levels, though the net rise last month was but 2 1/2 per cent. Yet of the seven groups into which the index number is separated, only two—meats and metals—show declines from September 1, and all food-stuffs together advanced 3 1/2 per cent. The readjustments in the metals through official action lowered the total of this class about 4 1/2 per cent, but a further downward revision is fore-shadowed, as the government's announcement of steel and iron prices embraced only a few products and other changes are still being worked out. In clothing another new high record was attained, because of dearer raw cotton, wool, silk and woollen goods, which of the seven groups and hides, and miscellaneous articles, as a whole, gained 3 1/2 per cent, lumber being among the commodities which became more costly.

The following table gives Dun's index number for October 1 and September 1, 1917, and October 1, 1916:

	Oct. 1, 1917	Sept. 1, 1917	Oct. 1, 1916
All items.....	\$219.679	\$215.010	\$152.355
Meats.....	19.127	19.155	13.691
Dairy and garden.....	25.802	22.751	20.702
Other food.....	15.524	15.524	15.524
Clothing.....	39.436	38.615	25.826
Metals.....	31.159	32.457	21.326
Miscellaneous.....	32.551	31.392	25.737
Totals.....	\$219.679	\$215.010	\$152.355

Price Haggling Blamed for Drop in Steel Orders

Fixing of Schedules Expected to Bring About Changes in Trade Practices

The United States Steel Corporation, in its monthly statement issued yesterday, reported unfilled orders on its books September 30 of 9,833,477 tons, a decrease of 573,572 tons compared with the August figures. This is the poorest showing since September, 1916, when unfilled bookings of 9,552,584 tons were reported. The falling off last month was greater than was expected in the financial district, and no increase is expected as long as producers and consumers are deadlocked on prices.

For the past six months unfilled steel tonnage has been declining, due largely to haggling over the price question. Prices of certain products have been fixed, but no definite action on materials other than plates, shapes, bars and pig iron has been taken.

With a resumption of conferences this week between leading iron and steel makers and the War Industries Board, a further announcement of agreed prices, according to "The Iron Age," may be expected at any moment.

Making Over Trade Practices

"What will interest the trade nearly as much as prices," says the trade publication, "is the extent to which there will be a realignment of basing points and other changes in trade practices. The sweeping recommendations proposed in fixing pig iron prices at the same figure for all furnaces are conspicuously epochal."

Whether finished steel will be quoted on equal figures for Chicago as well as Pittsburgh is a question; it was not, it appears, discussed at the meetings in Washington out of which came the price promulgation on September 24. The report will be made to secure a special base price for shell steel, on the ground that it introduces a very different steel mill problem from the rolling of ordinary steel rods.

In addition to recommendations as to base price and differentials to be submitted to the War Industries Board, "The Iron Age" says that among other problems to be submitted is one as to whether buyers of pig iron should be allowed to export, who have not been able to obtain vessels, can sell at a higher price than the \$33 basis.

New Obstacles Encountered

Delay on the part of the government in making announcements that are needed to round out the plan of Federal price control, "The Iron Trade Review" says, is suggestive of new obstacles having been encountered. "In the meantime," says this publication, "the industry is making such adjustments to the new price level as definite conditions will permit. In finished steel buyers find it practically impossible to obtain material at fixed schedules. Several producers, particularly in plates, continue to sell in the open market without regard to the agreed maximum, claiming their semi-finished costs compel them to do so."

Wage Increase to Benefit About 12,000

Standard Oil Company of New Jersey Announces Advance Effective October 15

The Standard Oil Company announced yesterday that, due to the continued increase in the cost of living, it will again increase the pay of refinery employees, except salaried men, 10 per cent, to become effective October 15. This is the fifth flat raise in wages made by the company since July 31, 1915. Approximately 12,000 men are affected by the latest advance. They include the employees in the plants at Bayonne, Jersey City, Paterson, Newark, Rahway, and Hudson River, N. J. With the increase in pay just made, together with the cost of changing to an eight-hour day, the company's wage bill for the same amount of work, based on the average rate in effect July 31, 1915, has increased 94 per cent in something over two years.

Elections

William P. Phillips, of J. & W. Seligman & Co., has been elected a director of the Sinclair Oil and Refining Corporation, in place of Albert Strauss, of the same firm, who resigned on account of government duties.

E. E. Calvin, president of the Union Pacific Railroad Company, has been elected a director of the Oregon Short Line Railroad Company, to succeed W. S. McCormick.

Price on the Rise

Dun's Index Number Again Reaches New High Record

Recovering more than the recession in August, Dun's index number of wholesale commodity prices on October 1 stood at \$219.679, establishing a new high level. This figure compares with \$215.010 on September 1 and \$152.355 on October 1, 1916, when a slight advance was witnessed. Going back to the outbreak of the war, or to August 1, 1914, it is seen that prices have risen more than 80 per cent during the interval, and from the bottom point on record, \$